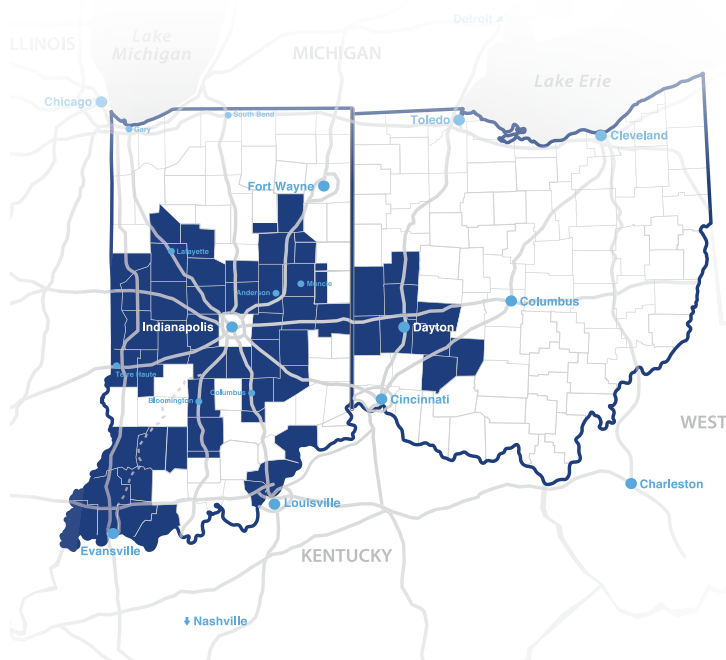




Who We Are



About Us

Vectren Corporation (NYSE: VVC) is an energy holding company headquartered in Evansville, Ind. Vectren's energy delivery subsidiaries provide gas and/or electricity to more than one million customers in adjoining service territories that cover 74 counties in Indiana and west central Ohio.

Vectren's nonutility subsidiaries and affiliates offer energy-related products and services to customers throughout the U.S. Vectren's nonutility group includes infrastructure services and energy services. These nonutility companies are Miller Pipeline Corporation, Minnesota Limited and Energy Systems Group. Vectren Corporation employs more than 1,800 people and 5,500 when including Vectren's nonutility companies.

With Vectren, companies locating in our Indiana and Ohio service area can be assured they will be working with one of the most **forward-thinking** energy companies in the nation.



Utility Portfolio

Natural Gas

Vectren owns and operates 22,000 miles of natural gas pipelines to serve its natural gas customers. Vectren's three operating utilities provide reliable delivery service to more than one million customers in Indiana and Ohio. Seven interstate pipelines deliver natural gas to Vectren's pipeline system from various domestic locations including the Rocky Mountains and Gulf of Mexico to ensure system reliability and price stability. Through 2021, more than \$1 billion will be invested in gas infrastructure upgrades to maintain the safety and reliability of our energy delivery system.

Electric (Indiana only)

Vectren owns and operates two of the best controlled power plants in the Midwest, A.B. Brown and F.B. Culley, and shares ownership of a 150-megawatt (MW) unit with Alcoa to serve its native load in southwestern Indiana. The A.B. Brown facility is in Posey County, Ind., and the F.B. Culley facility and Warrick Unit 4 are in Warrick County, Ind. Combined, Vectren's generation fleet has a production capacity of nearly 1,300

MW, which includes about three MW of power generated by Vectren's Blackfoot Clean Energy Facility, a landfill gas-to-electricity project at Veolia's landfill in Winslow, Ind., and about 80 MW of wind power purchased from two Benton County, Ind., wind farms. Vectren provides reliable electric service to 143,000 electric customers in Dubois, Gibson, Pike, Posey, Spencer, Vanderburgh and Warrick counties.

Who We Serve

Vectren Energy Delivery of Indiana - South

provides natural gas service to 110,000 customers in a nine-county region and provides electric service to 143,000 customers in a seven-county region.

Vectren Energy Delivery of Ohio

provides natural gas service to 315,000 customers in a 17-county region.

Vectren Energy Delivery of Indiana - North

provides natural gas to 575,000 customers in a 48-county region.



More than 25 operating centers strategically located throughout Indiana and Ohio to allow us to stay close to our customers and respond quickly to their needs.



More than \$1 billion will be invested in gas infrastructure upgrades through 2021 to maintain the safety and reliability of our energy delivery system.



Seven interstate pipelines bringing natural gas from various domestic locations including the Rocky Mountains and Gulf of Mexico ensure system reliability and price stability.

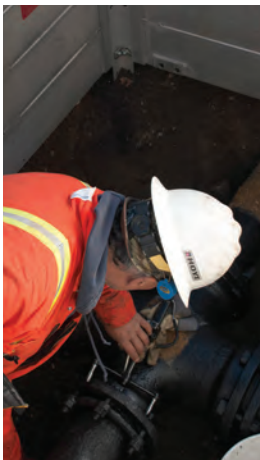


24/7 customer contact center equipped to dispatch emergency response personnel and service vehicles.



Dedicated account management for each of our largest customers.

Pipeline Safety Investments



Vectren is committed to the safety and reliability of its natural gas delivery system in Indiana and Ohio. Continued investments in Vectren's 22,000-mile system maintain safe and reliable service, ensure compliance with federal pipeline regulations and provide jobs and economic advancement in each state.

Vectren's Gas Infrastructure Investments

In the next several years, Vectren is investing approximately \$865 million and \$200 million in gas infrastructure upgrades in Indiana and Ohio respectively to maintain the safety and reliability of our energy delivery system.

Natural Gas Bills

Natural gas bills remain near decade lows and are forecasted to remain relatively low and stable for years due to the significant domestic supply of natural gas. By accelerating gas infrastructure investments, Vectren can ensure compliance with existing and future regulations and expedite the replacement of older infrastructure. Equally important, the bill impacts can be manageable thanks to stable gas prices.

Contacts

For Auglaize, Champaign, Darke, Logan, Miami, Montgomery (north of US 35), Preble and Shelby Counties:

Mary Gardner, Regional Sales Manager

937.440.1950 | mgardner@vectren.com

For Clark, Clinton, Fayette, Greene, Highland, Madison, Montgomery (south of US 35), Pickaway and Warren Counties:

Brian Volpatti, Lead Account Manager

937.312.2560 | bvolpatti@vectren.com

For economic development (all Vectren Ohio areas):

Walt Hibner, Economic Development Manager

937.291.7141 | whibner@vectren.com



Energy Efficiency Tools

Rebates

To help customers make wise investments, Vectren offers rebates for high efficiency equipment. See below for a list of some of the rebates available to customers with Vectren natural gas service. For a complete list of rebate qualifications and amounts, visit Vectren.com/SaveEnergy or call 1-866-240-8476.

- Boiler
- Boiler tune-up
- Furnace

Business Custom Program

The Natural Gas Business Custom Program is designed to help businesses make smart, energy efficient decisions that reduce energy consumption and operating costs. It offers incentives, based on the forecasted natural gas energy savings, for qualified natural gas projects that have simple paybacks greater than one year and therefore need an incentive to compete for limited capital. Incentives are capped at 50% of project costs (including labor) or \$50,000.

Examples of eligible natural gas business custom program projects include:

- Heat recovery projects
- Heating, ventilation and air conditioning (HVAC) and domestic water heating system control projects
- Outside air control
- Changes in air distribution/zoning/control infrared heaters

What past program participants had to say:

“Without Vectren, we would be unaware of the wasted energy and money associated with a defective unit heater. I encourage other businesses to pursue these energy-saving opportunities — the payback could be significant.”

Mike Palmer | Crown Packaging | Kettering, Ohio

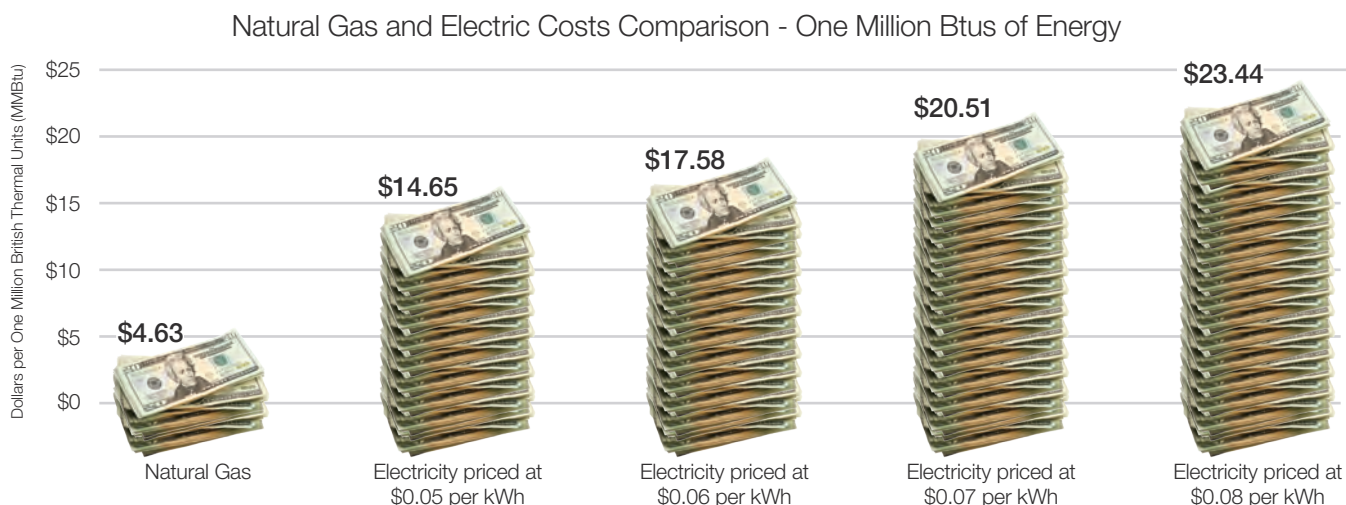




Benefits of Natural Gas

Affordability

Natural gas costs less to use in your facility than electricity, heating oil, propane or kerosene. On average, electricity costs almost four times more than natural gas. The chart below compares the cost of natural gas versus various price points for electricity. The natural gas price is the average number of dollars industrial customers paid per one million British Thermal Units (MMBtu) for January 2015, according to the US Energy Information Administration.



Convenience and reliability

Natural gas is piped directly into your facility. It's always there when you need it, and you never have to worry about running out of fuel or arranging for deliveries.

Comfort

Natural gas heat feels warmer than heat produced by an electric heat pump.

Domestic supply

Nearly 100% of the natural gas consumed in the U.S. is produced in North America with more than 90% coming directly from the U.S.

Environmental impact

Simply put - natural gas is the cleanest-burning energy source for your facility. The combustion of natural gas emits 45% less carbon dioxide than coal.

Energy Efficiency

Natural gas is highly efficient. About 90% of the natural gas produced is delivered to customers as useful energy. In contrast, only about 32% of the energy converted to electricity reaches consumers

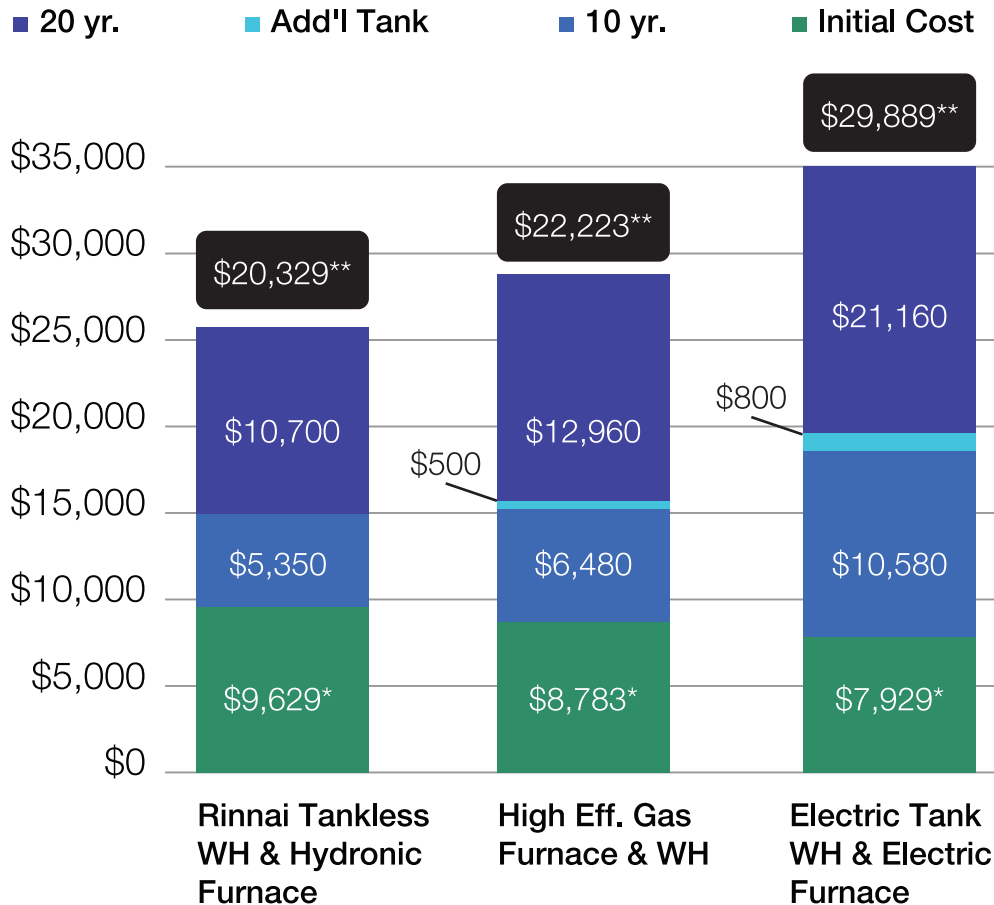
Safety

The U.S. natural gas industry spends more than \$4 billion per year on safety-related programs and is proud of its outstanding safety record.



Life-cycle gas costs vs. electric equipment for Ohio

Total Life Cycle Cost



Assumptions and Sources:

Usage based on historical utility usage and average rates report Summer 2014

NG and electric prices are based on historical utility rates 2014

NG = \$0.787/Therm

Electric = \$0.082/kWh.

Definitions:

10 yr. refers to running cost over 10 years based on assumptions above.

20 yr. refers to the total running cost over 20 years.

Initial Cost refers to initial equipment and installation cost estimates.

Add'l Tank assumes a tank life of 10 years and that over 20 years, two tanks will need to be purchased and installed.

*Initial Cost is based on 250 units, 2-story buildings, includes 13 SEER A/C, gas piping and flue

**Total Cost = Initial Cost + 20 yr. + additional equipment

Calculation Data:

Rinnai: EF 96, annual operating cost \$535

High Eff. Gas Furn and WH, annual operating cost \$648

Electric Tank & Heat Pump: EF .67, annual operating cost: \$1,058



Natural Gas Equipment

About Natural Gas Equipment

Thanks to record-low prices, experiencing the many unmatched benefits of using natural gas has never been this easy or affordable. Whether you're building a new facility or purchasing equipment, consider the overall value that natural gas provides. If you're looking to get the most value out of your investment, look further than the purchase cost. Think about the operational and maintenance expenses, performance, energy efficiency and environmental impact and how it all impacts your bottom line. See below on the benefits of using natural gas equipment.

Booster Water Heaters

Essential to any food service operation, natural gas booster water heaters provide hot water that delivers superior sanitizing results. These natural gas powered water heaters actually boost the temperature of hot water from 110-140° F up to 180° F, killing bacteria and destroying grease to ensure dishes and utensils are properly cleaned.

Booster water heaters provide value immediately by reducing drying time, eliminating the need to purchase expensive sanitizing chemicals and cutting out the need to re-wash dishes and utensils, which saves on labor, water, sewer and per-cycle expenses. Additionally, silver, pewter and aluminum tableware can be safely sanitized using a booster water heater.

Natural Gas Vehicles

With reserves of domestic natural gas soaring and our dependence on foreign oil as burdensome as ever, it only makes sense to continue using natural gas as a vehicle fuel. Natural gas vehicles (NGV) burn cleaner and can cost less to fill up at the pump than their gasoline-powered counterparts, making it easier for you to meet increasingly strict vehicle emissions regulations and positively impact the bottom line.

Additionally, there is no loss of power with natural gas vehicles, achieving an octane rating of 117, resulting in higher engine compression ratios, performance and reliability and reduced maintenance.

Combined Heat and Power

While traditional power generation converts approximately one third of its fuel's potential energy into electricity, combined heat and power (CHP), also known as co-generation, achieves higher system efficiencies of 75% to 85%. In a CHP system, electricity is generated from a single, integrated system and wasted heat resulting from the electric generation is captured and used as a fuel source for hot water, space heating, cooling and dehumidification.

Compared to traditional electric production, CHP operates more efficiently, economically, reliably and with less environmental impact. A variety of CHP systems are available to meet the needs of medium to large size facilities, helping you reduce emissions, utility costs, system redundancy and back-up

Natural Gas Cooling

Natural gas cooling technologies can save you money by reducing operating costs, avoiding electric peak demand charges and reduce the amount of electricity needed during a power outage. Additionally, these systems require less maintenance and have a smaller impact on the environment.

Available in various sizes to fit the needs of all businesses, natural gas cooling units optimize efficiencies by recovering heat dispersed by the engine to produce domestic hot water and other thermal loads.

Back-up Generators

Don't be left in the dark when your electric service is interrupted. Designed to turn on automatically whenever your electricity goes out, back-up generators operate on a dependable, efficient, clean and quiet natural gas engine, allowing you to avoid downtime and unnecessary operating costs.

From the moment your electricity service is interrupted to when power is restored, the back-up generator takes over, supplying electricity to equipment that is vital to your business operations such as electronic equipment, HVAC systems, refrigerators and essential lighting. These units can run continuously because they use existing natural gas lines serving your facility.

Before installing a back-up generator, please check with Vectren to ensure that adequate capacity and pressure is available.

Boiler Control Systems



To maintain proper combustion, high efficiency levels and environmental standards, all combustion equipment requires some type of control. Boiler control systems automatically measure and adjust the combustion process, providing the highest combustion efficiency and offering the lowest amount of emissions.

Critical to maintaining system efficiencies, boiler control systems constantly assess load profiles to determine whether it is more beneficial to run two boilers at half fire or a single boiler at full fire.

Food Service Equipment

With precise temperature control, even heat distribution, faster cooking times and instant-on/instant-off convenience, it's clear natural gas is the best fuel source to power your food service equipment. To cut energy costs for your food service facility, consider purchasing one of the many natural gas ENERGY STAR appliances. In fact, high-efficiency natural gas equipment can cut operating costs by at least 30%.

Infrared Heaters

Through the use of radiant heat, infrared heaters warm up certain objects and people in a room instead of warming up the air. These heaters distribute infrared light, which is invisible to the human eye, to be absorbed through skin and clothing. Infrared heaters are more useful and cost-effective than forced air systems when all you need to heat is a specific room or area of your facility.



Getting Connected

Follow the steps below to connect to Vectren natural gas service or resize existing service.

■ Order intake and initiation

1. To ensure adequate time for planning, design, and construction, contact Vectren as early as possible by email or phone with your request for new service or to resize existing service.
2. **For commercial and industrial facilities**, you have several options for submitting your service request:
 - Online at www.vectren.com.
 - Via email, print and complete the New Service Request Form (available online), scan it and email it to newbusiness@vectren.com. A confirmation email will be sent back to you once the work order is created.
 - Via phone, dial 1-800-227-1376, option 6. Please be prepared to provide the information requested in the New Service Request Form.
3. You may receive an email with a gas equipment inventory form to complete regarding expected gas load, pressure requirements, need date and preferred meter location. Please complete the gas equipment inventory form and return it to your designated sales representative. For new construction, please include a site plan showing your preferred meter location. Our engineers cannot begin work on your project until we have this information.
4. **If a gas main is not currently installed at your location, the lead time may be longer.**

■ Planning and design

1. Our engineers will design your service, any main extension or other infrastructure that may be required. We may contact you to discuss the meter location, the service line route, the gas loads and any easements that may be required.
2. If there is a customer contribution associated with your project, you will be contacted by phone and provided a quote. If you want to proceed with your construction, an invoice will be sent to you by the appropriate sales representative. In some cases, a contract may also be required.
3. If a customer contribution or an easement is not required, the work order will automatically proceed to the next phase. You will receive a copy of the meter setting drawing for your plumber's use.

■ Site ready

1. Your site ready date determines the construction start date for the service line and installation of the meter setting.
2. The site is ready when the following criteria have been met:
 - Within six inches of final grade
 - Clear path for service (approximately six feet wide)
 - Meter location meets Vectren requirements and is marked
 - Structure is open and accessible
3. When the site is ready, contact Vectren at 1-800-227-1376, option 6.
4. If an existing meter is being resized, we may need to coordinate a service outage with you.

■ Construction

1. Once the site is ready for the service line and/or meter set installation, notify Vectren at 1-800-227-1376, option 6 and allow at least three business days for underground locates and at least 10 business days for construction to begin, weather permitting.
2. A houseline pressure test is required before a new meter can be set. You will be responsible for contacting the inspecting authority, who will notify Vectren when the inspection is complete.
3. Please note we cannot guarantee dates/times for construction.

■ Set Meter

1. Contact Vectren at 1-800-227-1376, option 6 to have a meter installed once your plumber has completed his work and the houseline inspection has been completed.
2. If the service line (from the main to the meter) has already been installed, please allow three to five business days for the meter to be installed, weather permitting. Large meters may take longer. If the service line has not yet been installed, please allow at least 10 business days.

**For questions about the connection process, contact
Customer Planning and Sales (CPAS).**

newbusinessservicecenter@vectren.com

www.vectren.com

1.800.227.1376, option 6



Commercial/Industrial Projects

For Auglaize, Champaign, Darke, Logan, Miami, north Montgomery County (north of US 35), Preble and Shelby Counties:

Mary Gardner, Regional Sales Manager
937.440.1950 | mgardner@vectren.com

For Clark, Clinton, Fayette, Greene, Madison, south Montgomery (south of US 35) and Warren Counties:

Brian Volpatti, Lead Account Manager
937.312.2560 | bjvolpatti@vectren.com

New Residential Developments

For new residential developments in which new gas main will need to be installed, please contact the appropriate area sales representative below. Please send a CAD file of the site, along with a lot count or unit count.

For Auglaize, Champaign, Darke, Logan, Miami, Preble and Shelby Counties:

Randy Cech, Senior Account Manager
937.440.1830 | rcech@vectren.com

For Clark, Clinton, Fayette, Greene, Madison, south Montgomery (south of US 35) and Warren Counties:

Kelly Hackitt, Associate Account Manager
937.440.1958 | khackitt@vectren.com

Economic Development (all Vectren Ohio areas)

Walt Hibner, Economic Development Manager
937.291.7141 | whibner@vectren.com